

Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 DODE-00 NSAE-00 RSC-01 TRSE-00

AEC-11 CIAE-00 DRC-01 MC-02 /052 W

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FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 5448

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C O N F I D E N T I A L MOSCOW 0912

E.O. 11652: GDS

TAGS: ESTRC UR

SUBJECT: EXPORT CONTROLS - CONTROL DATA CORPORATION

REF: (1) MOSCOW 688 (2) MOSCOW 796

1. DURING COURTESY CALL JAN 18 CONTROL DATA CORP VP LAWRENCE EATON RAISED QUESTION US EXPORT CONTROLS IN CONNECTION CDC'S EFFORT TO CONCLUDE IMPLEMENTING PROTOCOL FOR COMPANY'S TECHNICAL COOPERATION AGREEMENT SIGNED LAST OCT 17 WITH STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY. EATON NOTED THAT BOTH VITALIY KOLESNIKOV OF SCST AND VIKTOR A. BUGAYEV OF HYDROMET HAD EXPRESSED CONCERN OVER DELAYS INVOLVING SOME PENDING EXPORT LICENSE APPLICATIONS, QUESTIONING WHETHER THESE DELAYS INDICATED CHANGE OF ATTITUDE TOWARD DETENTE ON PART OF USG.

2. ADMITTING THAT SINCE SALE OF MODEL 6200 COMPUTER NOW INSTALLED AT DUBNO CDC HAD OBTAINED SOVIET PURCHASE ONLY OF ADD-ON PRINTER AND REQUEST FOR UPDATING THE 6200, EATON COMMENTED THAT COMPANY COULD EASILY GET ORDERS FOR SEVERAL MODEL 7200 COMPUTERS FROM SOVIETS BUT RECOGNIZED THAT EXPORT LICENSE APPROVAL FOR THESE COULD NOT BE EXPECTED AT PRESENT.

3. COMMENT: WHILE FRUSTRATION OF NEGOTIATING PROTOCOL FOR SPECIFIC PROJECTS TO BE INCLUDED UNDER COOPERATION AGREEMENT ADDED TO ANXIETY OF SALESMAN EAGER FOR DEALS UNDOUBTEDLY LENT EMPHASIS TO EATON'S STORY, IT REMAINS TRUE THAT SOVIETS
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ARE GROWING CONCERNED ABOUT FAILURE OF US FIRMS TO SECURE

EXPORT APPROVAL FOR SOME SOPHISTICATED EQUIPMENT ON ORDER.
LOCAL APPARATCHIKS OPPOSED TO DETENTE WILL PROBABLY SEIZE UPON
SUCH UNFULFILLED COMMITMENTS TO ARGUE AGAINST POSSIBILITY OF
MAINTAINING STABLE AND RELIABLE COMMERCIAL TIES WITH US
DUBS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EXPORT LICENSES, COMPUTERS
Control Number: n/a
Copy: SINGLE
Draft Date: 19 JAN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974MOSCOW00912
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: n/a
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Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1974/newtext/t19740130/aaaabbro.tel
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Original Classification: CONFIDENTIAL
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Reference: (1) MOSCOW 688 (2) MOSCOW 796
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